

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 3, 1998

RJR Account #649920

Ms. T. Klimowski
TRIPIFOODS, INC.

MARCH: WINSTON B2G1F / PROMOTION #800115

Dear Terri:

509 8034-3818

WINSTON B1G1F product (6M), and Live product, has been ordered (see quantities listed below), as well as ~~840~~ skus of B2G1F Sleeve Display Kits (Item #538994) to pack and ship this promotion to your participating retail accounts. (Note that this product is not 'pre-sleeved' product.) (Displays will be shipped to Bailey Ave. warehouse - call Angelo first for appointment @ (716) 853-7400)

WINSTON BRAND STYLE	#/ Cases B1G1F (6M)	B1G1F UPC Code	#/ Cases LIVE	LIVE UPC Code
FF Box	28 17	12300-11226	11 (12M) 4	12300-11212
Light Box	56 34	12300-11926	28 (6M) 17	12300-11906
Ult Lt Box	28 17	12300-70326	14 (6M) 9	12300-70306

Product PO #022398

Product / Premium Arrival:

Ship Date to Retail:

DISPLAY DETAIL (#538994)

SKU CUBE:

SKU WT (w/o Product):

Retail Sales Offer per Sku:

Billing per Sku:

PARTNERS 'BONUS' REPORTING DESCRIPTION

February 23, 1998

Week of: March 9, 1998

1.6700
4.5000 lbs
20 Offers

4 Full Price Cartons

'WIN MAR B2G1F'

11-22-11
-2-4
9-18

4/8/4
13/26/13

28
-11
17

51859 2952

-2-
B1G1F
TRIPIFOODS, INC.

EFT \$ Amount:

\$35,147.01

State Breakdowns:

OK
8/4
17
~~FL: 1 Cs. Each FF Box / Ult Lt Box / 2 Cs. Lt Box~~ ~~\$534.50~~
~~NC: 1 Cs. Each FF Box / Ult Lt Box / 2 Cs. Lt Box~~ ~~\$707.90~~
NY: 13 Cs. Each FF Box / Ult Lt Box / 26 Cs. Lt Box \$5,224.67
~~OK: 1 Cs. Each FF Box / Ult Lt Box / 2 Cs. Lt Box~~ ~~\$1,781.69~~
PA: 16 Cs. Each FF Box / Ult Lt Box / 20 Cs. Lt Box \$5,518.97 # 2 207.59
LIVE Product: 7 Cs. FF Box / 16 Cs. Ult Lt Box /
17 26 Cs. Lt Box # 12,980.28

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'.
OPEN WINSTON B2G1F SHIPPING CASE. REMOVE RED CARDBOARD INSERT AND PLACE ONE
B1G1F OFFER INTO EACH WINSTON STYLE-SPECIFIC SLEEVE. ADD ONE 'LIVE' WINSTON PACK OF
SAME STYLE TO EACH OFFER. PLACE RED CARDBOARD INSERT BACK INTO CASE AND SHIP TO
RETAILER.

BRAND STYLES: WINSTON FF BOX / WINSTON LT BOX / WINSTON ULT LT BOX

DISPLAY BRAND LOAD:

*** 4 CARTONS:**

2 WINSTON LT BOX
1 WINSTON FF BOX
1 WINSTON ULT LT BOX

EACH DISPLAY WILL CONTAIN TWENTY (20) B2G1F OFFERS.

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you
\$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This
equates to \$1,568.00 (56 (12M) case(s) @ \$28.00). Payment will be made as soon as possible
once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. M. Duszynski
Tripifoods: L. Krawczyk

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to
account.

TRIPIFOODS (#649920):

CIGARETTE DISPLAYS BY STATE

51859 2954

TRIPIFOODS

MARCH: WINSTON B2G1F / PROMOTION #800115

RETAIL DISTRIBUTION DATE: WK OF 3/9/98

GROUP	NO. OF STORES	DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL #/ DISPLAYS	AI	CO	FL	GA	IA	IL	IN	KS	KY	MO	NC	NJ	NY	OH	OK	PA	SC	VA	WI	WV
COUNTRY CONV	8	1	8													8							
CONSUMER BEVERAGE	3	1	3													3							
ERIE PETRO	12	SEE LIST	24													3			21				
K & K FOODMART	7	1	7													7							
KENYON VARIETY	7	1	7													7							
LAKE COUNTY	8	1	8													8							
NOCO	38	1	38													38							
PAL MART	4	SEE LIST	5													5							
PETRO USA	5	1	5													5							
PHAR MOR	88	SEE LIST	326	3	6	16	9	6	10	10	6	0	3	21	3		56	4	149	12	0	0	12
POCO MART	4	SEE LIST	5													1			4				
RED APPLE/ KWIK-FIL	299	1	299													172	11		116				
SHIPLEY OIL	2	SEE LIST	4																4				
XTRA MART/ MID VALLEY	39	SEE LIST	39													34			5				
INDEPENDENTS (AND SMALL CHAINS)	39	SEE LIST	57													30	7		19				1
TOTALS	565		835	3	6	16	9	6	10	10	6	0	3	21	3	321	74	4	348	12	0	0	13

475

509

425 SMS584N1 SALES MATERIALS SYSTEM 02/03/98 16:55
ORDER FROM: 16XXXX ORDER REVIEW MASTER ORDER NBR: 8034-3795
SHIP TO: 1626 / 672483

SKU (LINES 1 - 1 OF 1 SHOWN)

QTY ITEM DESCRIPTION----- UNITS/SKU
840 538994 WIN MARCH B2G1F DISPLA 20 SKU

MAXIMUM ORIGINAL L REMAIN
ORDER ALLOC E ALLOC
QTY QTY V QTY
4950 R 1161

[Handwritten signature]

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(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN

PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER

PF8 - SCROLL DOWN

PF12 - MAIN MENU

PF1 - HELP

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